

Independent Chemical Corporation, seeks A Cosmetic Ingredient Sales Rep for the Mid-West. Products will include pigments, silicones, rheology modifiers, specialty actives and encapsulates and more. Requires 5 years Cosmetic Ingredient Sales, living in the territory, US Right to Work & Covid Vacc. Contact

[Jonathan@independentchemical.com](mailto:Jonathan@independentchemical.com)

*All applications for this position must include a recent resume and completed profile with salary requirements to be considered.*

#### Description

Independent Chemical Corporation, is a Top 100 Distributor of Cosmetic and other Ingredients to Industry in the USA. We have exclusive distribution agreements with both domestic and international manufacturers for products that provide technological and marketing advantages to industry, and we seek an individual to join our growing Cosmetic Ingredients Sales Team in the South East. This position will focus on specialty and commodity ingredients sold to the Cosmetic Formulation and Manufacturing Industry, and ideal candidate can live anywhere in the territory, which would extend from New Jersey north to Vt and West to PA.

The position is Home/Field based with infrequent visits to our Paterson, NJ Office but with weekly video calls, daily phone and online reporting requirements, and involves connecting with Customers and Potential Customers to look for opportunities based on our product offerings. Your offerings will include synthetic specialty waxes, specialty actives for skin & hair care, surfactants, amino acids and more. This position will focus on Silicones, Waxes, Pigments, Rheology Modifiers, and Specialty Actives, including Encapsulated Retinol and more.

The ideal candidate will be able understand our customer's cosmetic product objectives and help them use our specialty and commodity offerings to create lasting competitive advantage and value for our customers. You will call on current accounts and new accounts ranging from small private businesses to multi-national marketers, where you can create a win-win outcome, while our office handles the logistics. As an SQF and ISO 9001:2015 certified company, we have built a global reputation for on-time delivery, and high-quality products and services.

#### Responsibilities

- Develops, maintains, and communicates sales plan
- Presents and sells company products and services to new and existing customers
- Negotiates price with customers to reach a win-win sale
- Prospects and contacts potential customers to create a sales pipeline for specialty and commodity products.
- Builds and maintains positive relationships with clients

- Attends trade shows to promote products and interact with potential customers
- Reaches agreed upon sales targets by the deadline
- Demonstrates goal-oriented business-to-business sales performance and success
- Learns new and varied chemical product lines and their applications in the industries that use our products
- Resolves customer inquiries and complaints
- Sets follow-up appointments to keep customers aware of latest developments
- Creates sales material to present to customers
- Submits weekly activity reports on time, showing activities, quotes, samples, and sales

#### Experience & Requirements

- Minimum 5 years required selling cosmetic chemical ingredients to this territory.
- Ideal candidate will know key target customers in the territory.
- Minimum Bachelor's degree in chemistry biology, environmental sciences , or similar science
- Able to demonstrate strong grasp of chemistry, especially how customers use chemicals, ingredients, and additives, and how our products can offset competitive products or offer competitive advantage.

#### Perks

- Competitive base salary
- **Unlimited sales performance pay based on total revenue.**
- Cell Phone
- Health and dental plan
- Paid time off and holidays
- Simple IRA with company match after a year

Qualified candidates will be expected to develop a presentation after completing a technical assignment as part of the screening process. Qualified candidates must pass a drug test and background check. Immediate Hire.

Applications: Email to [Jonathan@independentchemical.com](mailto:Jonathan@independentchemical.com)